

FACT SHEET CITY/STATE PARTNERS PROGRAM

WHAT IS THE CITY/STATE PARTNERS PROGRAM?

The City/State Partners Program is a joint effort between Ex-Im Bank and state and local entities around the country to bring Ex-Im Bank's financing services to small and medium-sized U.S. companies that are ready to export. Small business represents the economic sector where the greatest potential for American job and export growth lies. But despite the competitiveness of their products, smaller businesses often cannot get commercial bank export financing. Frequently they are unaware of Ex-Im Bank's programs and how to use them.

To bridge the gap, Ex-Im Bank has formed partnerships with 38 state and local government offices and private sector organizations to bring its programs to the exporter at the lowest cost to the American taxpayer. Ex-Im Bank has resources in the form of loans, guarantees and insurance programs. State and local representatives have the staff and the knowledge of the local market and how to reach it. By pooling strengths in a local-federal partnership, both accomplish what neither could do alone -- creating high-quality U.S. jobs and expanding the local tax base through exports.

HOW DOES THE PROGRAM WORK?

Ex-Im Bank trains the staff of its City/State partners to market Ex-Im Bank's programs to local businesses and commercial banks, teach seminars, counsel exporters and banks, and package transactions. The expense of packaging a small deal is often prohibitive for a bank. By packaging transactions for the banks, City/State partners facilitate many commercial loans that otherwise would not go forward.

To join the City/State Partners Program, a state export finance or development agency must: 1) prepare a three-year budget and a marketing plan, and 2) send two qualified professionals to a three-day seminar on Ex-Im Bank programs and an additional week of advanced training in Washington, D.C. In addition, City/State Partners sign an operating agreement with Ex-Im Bank.

WHERE ARE PROGRAMS OPERATING?

City/State partners programs presently are operating in 32 states, three counties, two cities, a Chamber of Commerce and the Commonwealth of Puerto Rico. The addresses of these programs are listed on the following pages. Other interested agencies should contact:

Mr. Augustine A. Grace
City/State Program Coordinator
(202) 565-3910

WHAT SERVICES ARE AVAILABLE THROUGH THE PROGRAM?

All Ex-Im Bank resources are available through its City/State partners, including two programs found particularly useful by smaller exporters: 1) the **Working Capital Guarantee Program** which provides guarantees of working capital loans to finance companies' export-related and pre-export activity, and 2) the **Export Credit Insurance Program** that insures companies against payment default by foreign customers. Ex-Im Bank also provides medium-term credits and guarantees.

EXPORT ASSISTANCE CENTER LIAISON

City/State partners also represent Ex-Im Bank in the U.S. Export Assistance Centers set up around the country by the Trade Promotion Coordinating Committee to bring a wide range of federal government trade promotion services to smaller exporters.

CONTACTS:

State of Alaska

Alaska Industrial Development & Export Authority
(AIDEA)
480 West Tudor Road
Anchorage, AK 99503
(907) 269-3000 FAX: (907) 269-3044
Email: jmcmillan@aidea.alaska.net
Contact: Jim McMillan, Deputy Director

State of Arkansas

Arkansas Development Finance Authority
100 Main St., Suite 200
Little Rock, AR 72203-8023
(501) 682-5910 FAX: (501) 682-5939
Email: bscoggins@adfa.state.ar.us
Contact: Mr. Bryan Scoggins, Export Finance Manager

State of California

California Export Finance Office
One World Trade Center, Suite 900
Long Beach, CA 90831-0900
(562) 499-6014 FAX: (562) 499-6080
Email: pkim@commerce.ca.gov
Homepage: <http://commerce.ca.gov/international/cefo>
Contact: Peter Kim, Portfolio Manager

State of Florida

Florida Export Finance Corp
5600 NorthWest 36th Street, Suite 615

PROGRAMS:

Business finance assistance,
loan packaging and referral
service for Ex-Im Bank
programs, referral service
for SBA programs.

Ex-Im Bank Umbrella
policy, direct financing
for insured receivables,
WCGP packaging, fixed
asset financing.

Ex-Im Bank Umbrella Policy
and pre/post shipment loan
guarantee packaging.
SBA packaging.

Trade finance structuring,
insurance counseling &

P.O. Box 526524
Miami, FL 33152-6524
(305) 870-5027 FAX: (305) 870-5017
Email: fefc@gate.net
Homepage: <http://www.dos.state.fl.us/fefc>
Contact: Steve Fancher, President

WCGP packaging.

State of Georgia

Export Assistance Center
285 Peachtree Center Avenue, NE-Suite 200
Atlanta, GA 30303-1229
(404) 656-4504 FAX: (404) 651-6505
Email: bbounds@itt.state.ga.us
Homepage: <http://www.itt.state.ga.us>
Contact: Bill Bounds, Export Finance Director

Trade finance structuring
fixed asset financing, insurance
counseling & WCGP
packaging.

State of Illinois

*International Trade Center at University of Illinois,
Urbana-Champaign*
428 Commerce West, 1206 S. 6th St.
Champaign, IL 61820
(217) 244-1585 FAX: (217) 333-7410
Email: tmorriso@uiuc.edu
Contact: Tess Morrison, Director

Trade finance structuring
fixed asset financing, insurance
counseling, WCGP and federal
assistance program packaging.

State of Indiana

*Indiana Department of Commerce/
International Trade Division*
One N. Capitol St., Suite 700
Indianapolis, IN 46204-2288
(317) 233-4337 FAX: (317) 233-1680
Email: abrown@commerce.state.in.us
Contact: Autumn Brooks Brown, Trade Finance Specialist

Trade finance structuring,
insurance counseling &
WCGP packaging.

State of Louisiana

Louisiana Economic Development Corp.
339 Florida Street, Suite 402
Baton Rouge, LA 70801
(225) 342-5675 FAX: (225) 342-0142

Trade finance structuring,
fixed asset financing,
insurance, counseling &
WCGP packaging.

Email: mwilliam@mail.lded.state.la.us
Contact: Michael Williams, Deputy Director
(225) 342-5680 FAX: (225) 342-0142
Email: martinez@mail.lded.state.la.us
Contact: Felipe E. Martinez, Business Loan Officer

*Jefferson Parish Economic Development
Commission (JEDCO)*
3445 N. Causeway Blvd., Suite 300
Metairie, LA 70002
(225) 362-9378 FAX: (225) 365-3890
Email: jedco1@communique.com
Contact: Jack Blanke, Commercial Loan Officer

State of Maryland

*Maryland Industrial Development
Financing Authority (MIDFA)*
Maryland Trade Finance Program
217 E. Redwood St., 22nd Floor
Baltimore, MD 21202
(410) 767-6383 FAX: (410) 333-6931
Email: wgreen@mdbusiness.state.md.us
Contact: William L. Green, Relationship Manager

State of Massachusetts

MassDevelopment
75 Federal Street, 10th Floor
Boston, MA 02110
(617) 451-2477 FAX: (617) 727-8741
Email: eric.e.hunter@state.ma.us
Homepage: <http://www.massdevelopment.com>
Contact: Eric Hunter, Export Finance Manager

State of Michigan

State of Michigan/Jobs Commission
Keese & Associates
600 N. Old Woodward Ave. Suite 302
Birmingham, MI 48009
(248) 540-2615 FAX: (248) 540-2250
Email: keese@tir.com

Trade finance structuring,
fixed asset financing, insurance
counseling, WCGP and
federal assistance program
packaging.

Trade finance structuring,
WCGP packaging, Ex-Im Bank
umbrella policy & prepara-
tion of applications for
all Ex-Im Bank programs.

WCGP packaging,
Export Guarantee Program,
trade finance structuring,
Ex-Im Bank Umbrella Policy.

Trade finance structuring,
insurance, & WCGP
packaging.

Contact: Don Keese, President

State of Minnesota

Trade Office

1000 World Trade Center

Paul, MN 55101-4902

(651) 297-4222 FAX: (651) 296-3555

Email: allan.Petersen@state.mn.us

Contact: Allan Petersen, Deputy Commissioner

Export finance counseling, *Minnesota* packaging of MEFA, Ex-Im Bank and SBA working capital St. guarantees supporting exports, open account credit insurance.

State of Mississippi

*Mississippi Department of Economic
and Community Development*

P.O. Box 4398

Jackson, Mississippi 39205-0849

(601) 359-6672 FAX: (601) 359-3605

Email: bscaggs@mississippi.org

Homepage: <http://www.decd.state.ms.us>

Contact: Bill Scaggs, Trade Specialist

Full service export marketing assistance, trade promotion, trade shows, & trade missions, business development, trade finance structuring, insurance counseling, and WCGP packaging.

State of Missouri

*State of Missouri/ Office of International
Marketing*

8182 Maryland Ave., Suite 303

St. Louis, MO 63105

(314) 425-3310 ext. 227 FAX: (314) 425-3381

Email: steppan@stlnet.com

Contact: John Schneider, Marketing Specialist

WCGP packaging, trade finance, counseling.

Missouri Development Finance Board

Harry S. Truman Building

301 West High Street, Room 720

P.O. Box 118

Jefferson City, MO 65102

(573) 522-8465 FAX: (573) 526-1567

Email: abernard@mail.state.mo.us

Contact: Alice Bernard-Jones, Export Finance Officer

WCGP packaging, trade finance, counseling.

State of Montana

Montana World Trade Center

Gallagher Business Building, Suite 257

The University of Montana

Missoula, MT 59812-1216

(406) 243-6982 FAX: (406) 243-2086

Email: mwtc@mwtc.org

Homepage: <http://www.mwtc.org>

Contact: F. Ron Newbury, Account Manager

Full service export marketing assistance, trade promotion, trade shows, business development, trade finance structuring, insurance counseling, and Ex-Im Bank and SBA WCGP packaging.

State of Nevada

Nevada State Development Corporation
6572 South McCarran Blvd.
Reno, NV 89509
(775) 826-6172 FAX: (775) 826-6398
Email: nsdc_rno@ix.netcom.com
Contact: Bobbi Bennett, President

Counseling and financing assistance using SBA and Ex-Im Bank programs.

Nevada State Development Corporation
4800 Alpine Place, Suite 17
Las Vegas, NV 89107
(702) 877-9111 FAX: (702) 877-2803
Email: nsdc_lv@ix.netcom.com
Contact: Debra Swartz, Vice President

Counseling and financing assistance utilizing SBA and Ex-Im Bank Programs.

State of New Hampshire

Office of International Commerce
International Trade Resource Center
17 New Hampshire Avenue
Portsmouth, NH 03801-2838
(603) 334-6074 FAX: (603) 334-6110
Email: a_johnson@ded.state.nh.us
Homepage: <http://www.ded.state.nh.us/oic/trade>
Contact: Amy Johnson, Export Finance Officer

Trade finance structuring, counseling, WCGP packaging, and packaging for all other Ex-Im Bank programs, packager of SBA's Export Working Capital Guarantee Program.

State of New Jersey

New Jersey Commerce and Economic Growth Commission
Department of International Trade
20 West State St.
P.O. Box 820
Trenton, NJ 08625
(609) 633-3641 FAX: (609) 633-3672
Email: cecira@commerce.state.nj.us
Homepage: <http://www.state.nj.us/commerce/inttrade.htm>
Contact: Joseph F. Cirafo, International Account Executive

Trade finance structuring, insurance, & WCGP packaging.

State of New York

Erie County Industrial Development Agency (ECIDA)
275 Oak Street
Buffalo, NY 14203
(716) 856-6525 FAX: (716) 856-6754
Email: earnold@ecidany.com
Contact: Edward Arnold, Director of International Trade

Export trade finance, WCGP and other loan packaging, market research & counseling; insurance brokers (including Ex-Im Bank insurance programs)

Monroe County Planning and Development Department
50 West Main Street, Suite 8100
Rochester, NY 14614

WCGP packaging, marketing information and counseling.

(716) 428-5347 FAX: (716) 428-2147
Email: phohensee@growmonroe.com
Homepage: <http://www.co.monroe.ny.us/ecodev/>
Contact: Paul Hohensee, Business Dev. Analyst

State of North Carolina

Small Business and Tech. Dev. Center (SBTDC)
333 Fayetteville Street Mall, Suite 1150
Raleigh, NC 27601-1742
(919) 715-7272 FAX: (919) 715-7777
Email: abrady@sbtnc.org
Homepage: <http://www.sbtnc.org>
Contact: Annetta Brady, Director Int'l. Business Dev.

Trade finance structuring,
WCGP packaging, insurance
counseling and referral, market-
ing for Ex-Im Bank programs,
and SBA loans.

SBTDC -- Charlotte
c/o The Ben Craig Center
8701 Mallard Creek Road
Charlotte, NC 28262
(704) 548-1090 FAX: (704) 548-9050
Email: mmastromichalis@sbtnc.org
Contact: Michael Mastromichalis, Int'l Trade Counselor

State of Ohio

International Trade Division
Ohio Department of Development
77 S. High St., 29th Floor
P.O. Box 1001
Columbus, OH 43216-1001
(614) 466-0519 FAX: (614) 463-1540
Email: tlaporte@odod.state.oh.us
Homepage: <http://ohiotrade.tpusa.com>
Contact: Tom LaPorte, Manager

Technical export assistance,
agent/distributor searches
& marketing information.
WCGP packaging.

State of Oklahoma

Oklahoma Department of Commerce
Export Finance Program
900 N. Stiles Ave.
P.O. Box 26980
Oklahoma City, OK 73126-0980
(405) 815-6552 FAX: (405) 815-5142
Email: bddinfo@odoc.state.ok.us
Contact: Rana Brown, Economic Development Specialist

Trade financing structure,
WCGP packaging, Ex-Im Bank
Umbrella Policy & foreign
accounts receivable financing.

State of Pennsylvania

*Pennsylvania Department of Community and
Economic Development*
Office of International Business Development

WCGP packaging.

303 Forum Building
Harrisburg, PA 17120
(717) 787-7190 FAX: (717) 234-4560
Email: Mary_McGlinchey@dcad.state.pa.us
Contact: Mary McGlinchey, Export Finance Specialist

City of Philadelphia
Department of Commerce
One Parkway
1515 Arch Street, 12th floor
Philadelphia, PA 19102
(215) 683-2127 FAX: (215) 557-8538
Email: carol.brooks@phila.gov
Contact: Carol Brooks, Manager of International Trade

Puerto Rico
Promoexport Puerto Rico
268 Muñoz Rivera Avenue, Plaza Floor
Hato Rey Tower
Hato Rey, Puerto Rico 00918
(787) 765-2707 FAX: (787) 765-4260
Email: emisla@hotmail.com
Contact: Edison R. Mislá, Deputy Executive Director

State of South Carolina
Export Financial Services Inc.
P.O. Box 2877
Greenville, SC 29602
(864) 241-6351 FAX: (864) 241-6357
Email: Exportfinancial1@msn.com
Contact: Wayne Trotter, President

State of South Dakota
South Dakota International Business Institute
Northern State University
620 SE 15th Avenue
Aberdeen, SD 57401
(605) 626-3098 FAX: (605) 626-3004
Email: bollenj@wolf.northern.edu
Contact: Joop Bollen, Director

State of Tennessee
The Knoxville Area Chamber Partnership
601 West Summit Hill Drive
Knoxville, TN 37902-2011
(423) 632-3744 FAX: (423) 523-2071
Email: awinston@kacp.com
Homepage: <http://www.knoxville.org>

WCGP packaging.

Full range of export related,
services and financing assistance
including SBA, and Ex-Im
Bank packaging, venture
capital, and direct loans.

Export-readiness profiles
and assessments, market
research, export strategy
development and imple-
mentation, WCGP and
insurance counseling.

Full service export support,
market research, business
plans & trade finance
structuring, WCGP packaging
& insurance counseling.

Trade finance and export
counseling.

Contact: Annette Winston, Director

State of Texas

Texas Department of Economic Development

Business Development Division

P. O. Box 12728

Austin, TX 78711-2728

(512) 936-0247 FAX: (512) 936-0520

Email: craigp@tded.state.tx.us

Contact: Craig Pinkley, Director of Finance

Trade finance structuring,
private funding sources,
WCGP packaging, fixed
asset financing, insurance
referrals, trade shows,
preparation of applications
for all Ex-Im Bank programs
& packaging for SBA WCGP.

North Texas City/State

World Trade Center

2050 Stemmons Freeway, Suite 150

Dallas, TX 75207

(214) 712-1934 FAX: (214) 748-5774

Email: tmeyrat@dallaschamber.org

Homepage: <http://www.gdc.org/global.htm>

Contact: Thierry Meyrat, Director of Trade Finance

Full service export support,
SBA packaging, WCGP
packaging, insurance
counseling, medium-term
insurance.

State of Utah

Utah Technology Finance Corporation

177 East 100 South

Salt Lake City, UT 84111

(801) 741-4220 FAX: (801) 741-4249

Email: kvance@utfc.org

Homepage: <http://www.utfc.org>

Contact: Kent Vance, Director, Trade Finance

Trade finance structuring,
fixed asset financing,
insurance counseling, WCGP
and domestic state programs.

State of Vermont

Vermont Economic Development Authority

58 East State Street, Suite 5

Montpelier, VT 05602

(802) 828-5461 FAX: (802) 828-5474

Email: mdussault@veda.state.vt.us

Contact: Marie Dussault, Loan Officer

WCGP packaging, counseling
and referral service for export
trade structuring.

State of Virginia

Virginia Small Business Finance Authority

707 E. Main St., Suite 300

Richmond, VA 23218

(804) 371-8255 FAX: (804) 225-3384

Email: AMackleyCobb@DBA.State.VA.US

Contact: Anna B. Mackley-Cobb, Fin. Services Rep.

Trade finance structuring,
counseling, WCGP packaging
& Ex-Im Bank Umbrella Policy.

State of Washington

Export Finance Assistance Center of Washington

Trade financing structuring
& WCGP packaging and SBA

2001 6th Avenue, Suite 650
Seattle, WA 98121
(206) 464-7152 FAX: (206) 464-7230
Email: warren.gross@mail.doc.gov
Contact: Warren Gross, Managing Director & President

packaging.

State of Wyoming

Wyoming Small Business Development Center
Laramie County Community College
1400 East College Drive
Cheyenne, WY 82007
(307) 632-6141 FAX: (307) 632-6061
Email: asoto@wyoming.com
Contact: Arlene Soto, Regional Director

Trade financing structuring
& WCGP packaging and SBA
packaging.